

# Cosco Capital, Inc.

## First Quarter 2023 Financial Results Investor Presentation



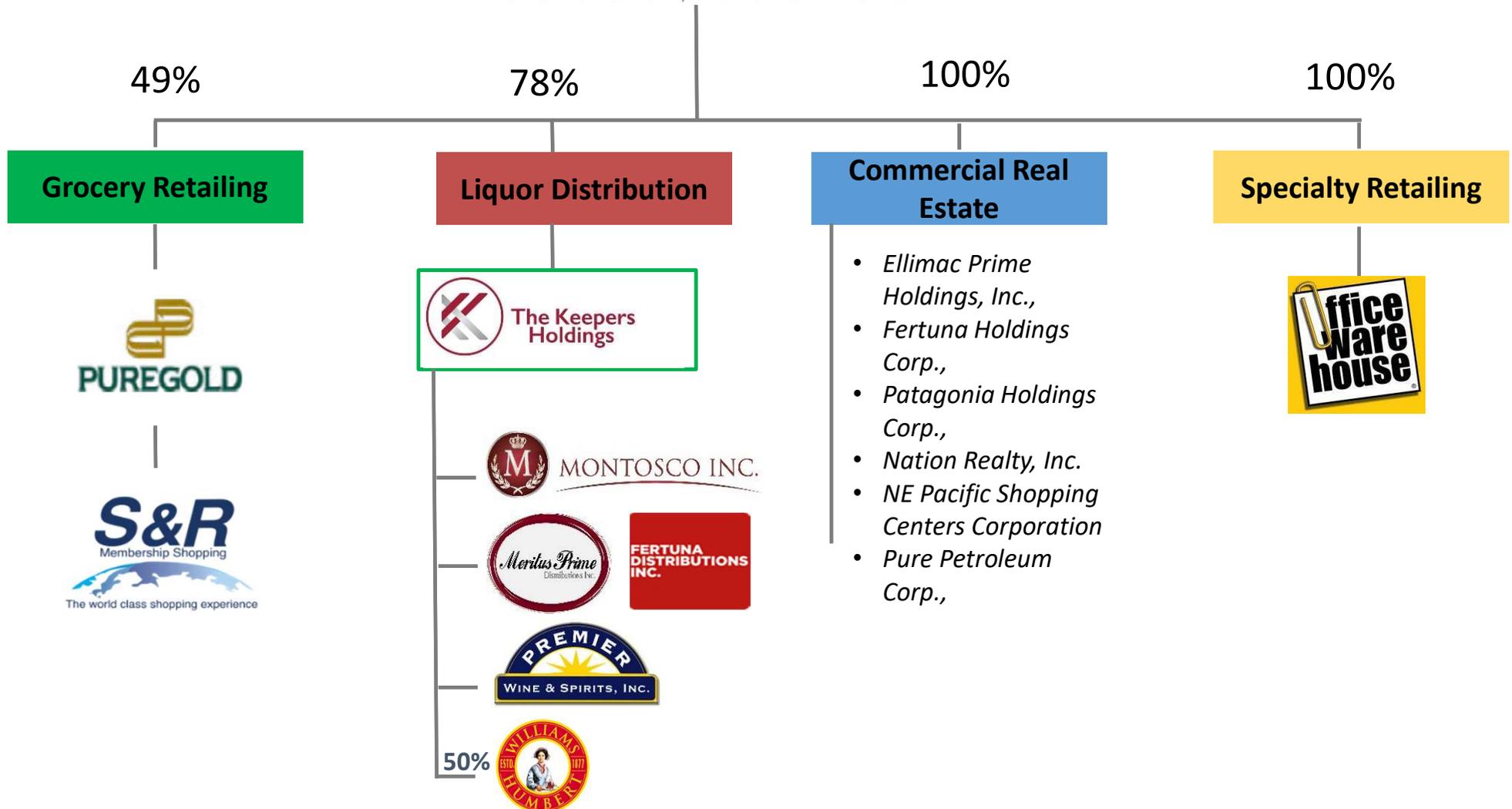
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## Head Office Address

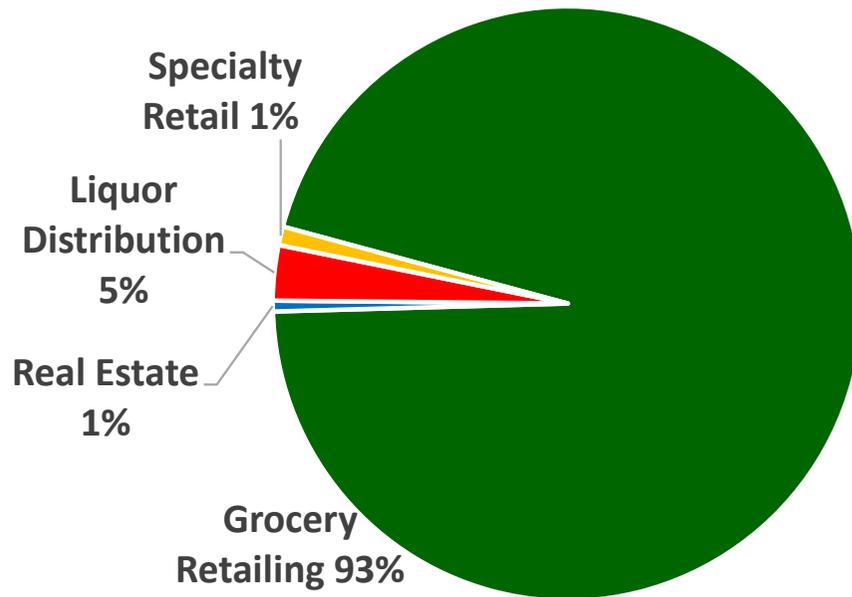
3rd floor, New Tabacalera Building, 900 Romualdez Street, Paco, Manila, 1007 Philippines

# Company Overview



# Revenues and Net Income Contribution 1Q 2023

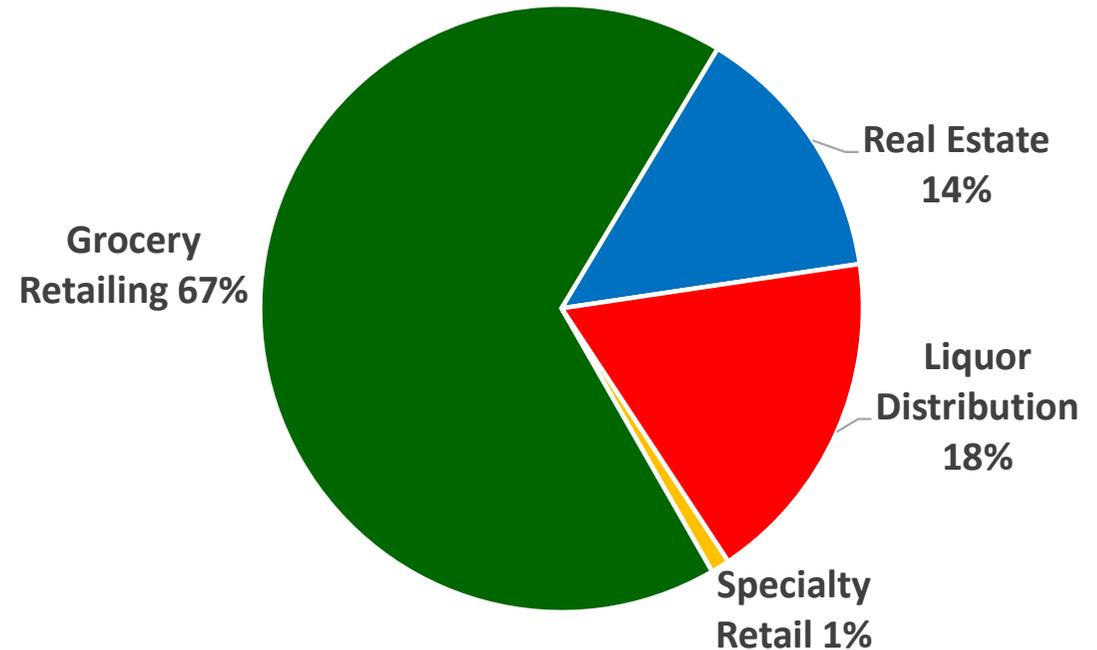
## Revenues



PHP 47.5 billion

+16% vs 1Q 2022

## PATMI



PHP 3.1 billion

+14.4% vs 1Q 2022

# 1Q 2023 CONSOLIDATED FINANCIAL PERFORMANCE



<i>(In Thousands)</i>	Q12023	%	Q12022	%	INCREASE (DECREASE)	%
<b>REVENUES</b>	47,477,202	100.00%	40,680,227	100.00%	6,796,975	16.71%
<b>COST OF SALES/SERVICES</b>	37,886,962	79.80%	32,183,181	79.11%	5,703,781	17.72%
<b>GROSS PROFIT</b>	9,590,240	20.20%	8,497,045	20.89%	1,093,195	12.87%
<b>OTHER OPERATING INCOME</b>	764,838	1.61%	708,412	1.74%	56,426	7.97%
<b>GROSS OPERATING INCOME</b>	10,355,078	21.81%	9,205,458	22.63%	1,149,620	12.49%
<b>OPERATING EXPENSES</b>	5,974,427	12.58%	5,142,268	12.64%	832,159	16.18%
<b>INCOME FROM OPERATIONS</b>	4,380,651	9.23%	4,063,190	9.99%	317,462	7.81%
<b>OTHER INCOME (CHARGES) - net</b>	(411,793)	-0.87%	(534,488)	-1.31%	122,695	-22.96%
<b>INCOME BEFORE INCOME TAX</b>	3,968,859	8.36%	3,528,702	8.67%	440,157	12.47%
<b>INCOME TAX EXPENSE</b>	872,824	1.84%	822,688	2.02%	50,136	6.09%
<b>NET INCOME FOR THE PERIOD</b>	3,096,035	6.52%	2,706,013	6.65%	390,021	14.41%
<b>PATMI</b>	1,778,276	3.75%	1,537,641	3.78%	240,636	15.65%
Non-controlling interests	1,317,758	2.78%	1,168,373	2.87%	149,385	12.79%
	3,096,035	6.52%	2,706,013	6.65%	390,021	14.41%
<b>EARNINGS PER SHARE (EPS)</b>	0.25615		0.22142			15.68%
<b>EBITDA</b>	5,588,974	11.77%	5,184,433	12.74%	404,540	7.80%

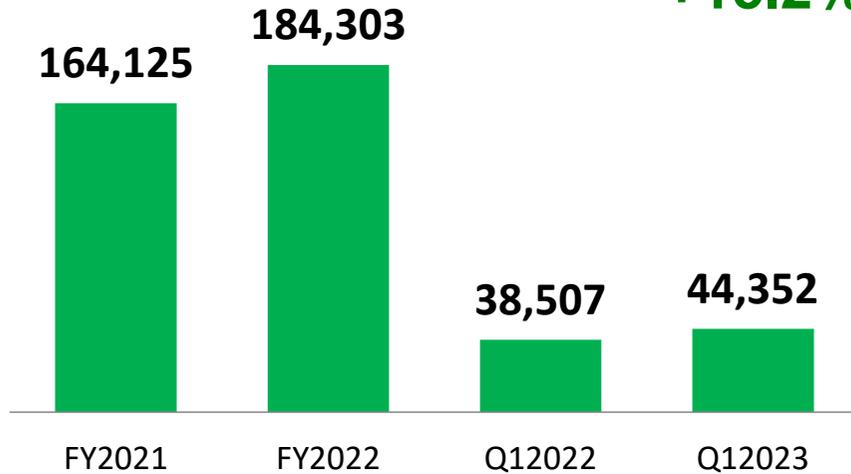
# Grocery Retail: 1Q 2023 Financial Highlights



(In PHP millions)

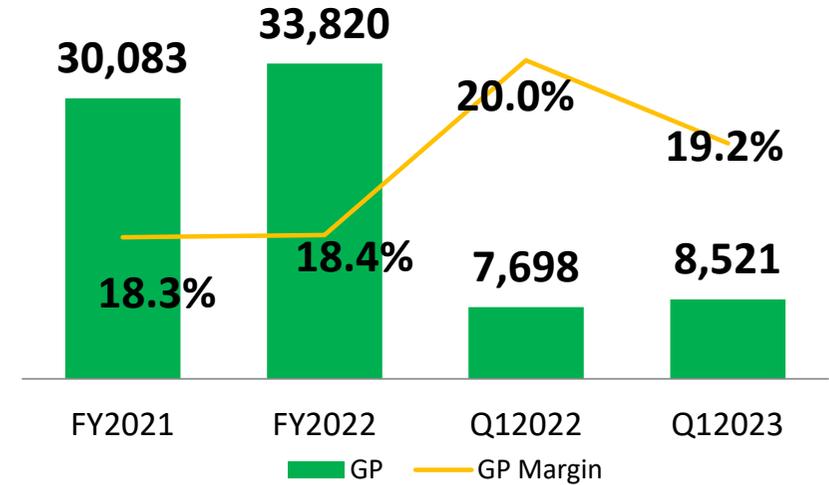
## Revenues

**+15.2%**



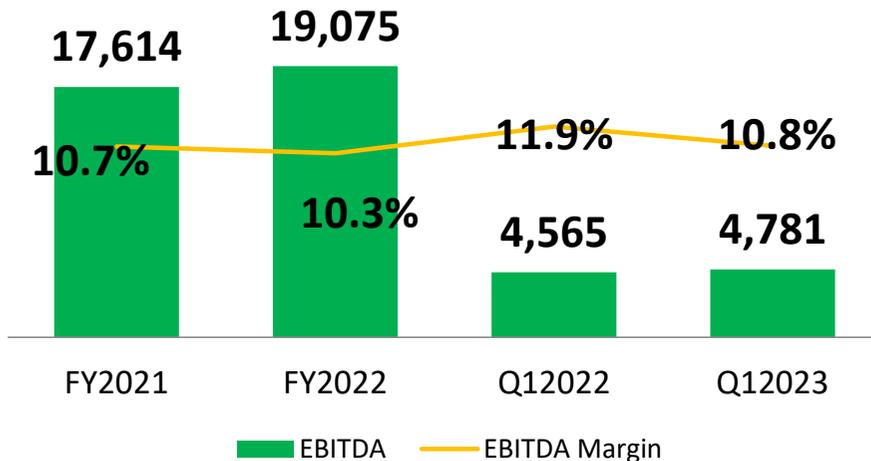
## Gross Profit and Margin

**+10.7%**



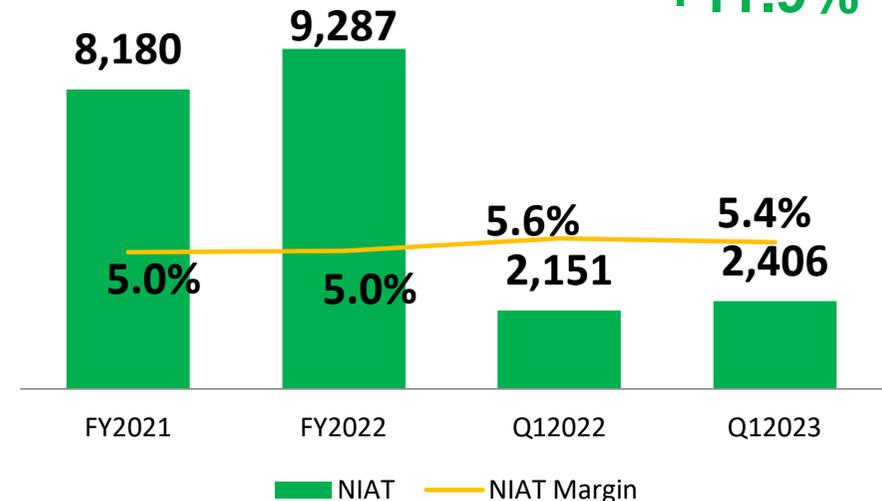
## EBITDA and Margin

**+4.7%**



## Net Profit and Margin

**+11.9%**



# Grocery Retail: Operating Highlights



NASA IYO ANG PANALO

- Puregold opened **5 new stores** in 1Q 2023,
- S&R opened 1 S&R warehouse club in Kawit, Cavite
- Opened 1 QSR in Valenzuela
- As of 1Q 2023, the Grocery Retailing segment is operating a total of **531 stores**



	PUREGOLD	S&R	S&R QSR
Metro Manila	145	12	27
Luzon	249	7	18
Visayas	48	2	7
Mindanao	14	2	-
<b>Total</b>	<b>456</b>	<b>23</b>	<b>52</b>

1Q 2023 SSSG:      +8.8%      +16.8%

# Grocery Retail: Operating Highlights



## Sales Performance

Like-for-like Growth %	Puregold		S&R	
	Q1 2023 (427 stores)	Q1 2022 (398 stores)	Q1 2023 (22 wh)	Q1 2022 (20 wh)
Net Sales	8.8%	-4.5%	16.8%	-1.3%
Ticket	0.2%	-7.1%	3.6%	8.0%
Traffic	8.7%	2.8%	12.7%	-8.7%

Overall	Store Count		Traffic (in thousands)			Ticket		
	CY	PY	Q1 2023	Q1 2022	% growth	Q1 2023	Q1 2022	% growth
Puregold	456	435	32,393	28,755	12.7%	928	1,004	-7.6%
S&R WH	23	22	2,856	2,525	13.1%	4,951	4,775	3.7%

# Liquor Distribution:



KEEPR has established market leadership in all leading categories of the imported spirits segment<sup>1</sup>.

Non-Cognac Brandy	# 1							
Blended Scotch	# 1		# 2					
Malt Scotch	# 1		# 2					
US Whiskey	# 1		# 2					
Soju	# 1							
Cognac	# 2							
Vodka	# 1		# 2					
Gin	# 1							
Rum	# 2							
Agave	# 1							
Flavored Spirits	# 1		# 2					
Irish Whiskey	# 1							

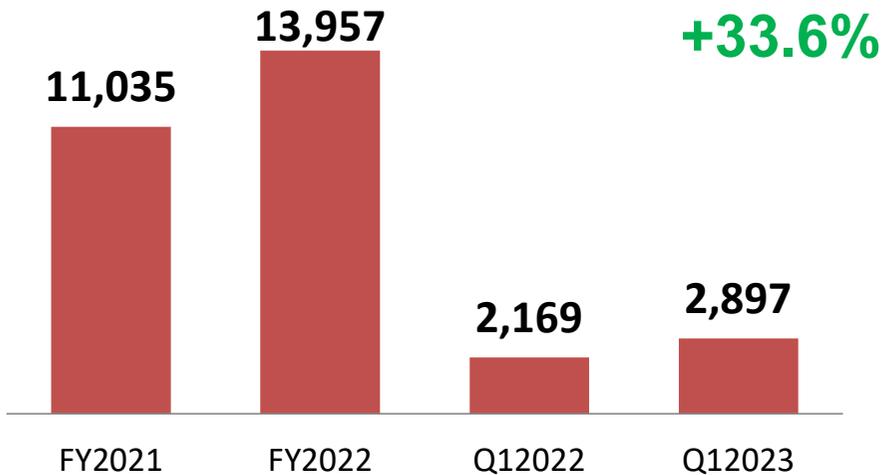
Note 1 – References to the ranking is within the imported spirits segment, according to IWSR.

# Liquor Distribution: 1Q 2023 Financial Highlights

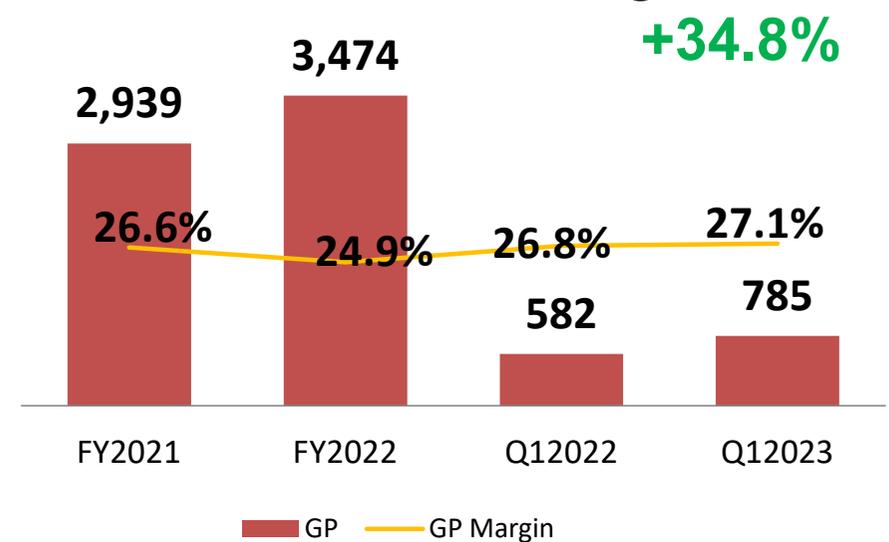


(In PHP millions)

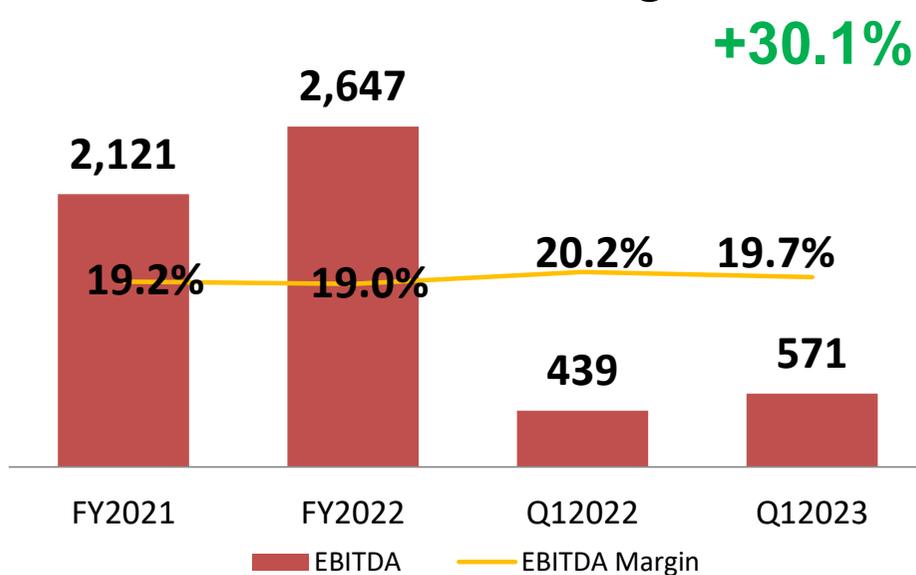
## Revenues



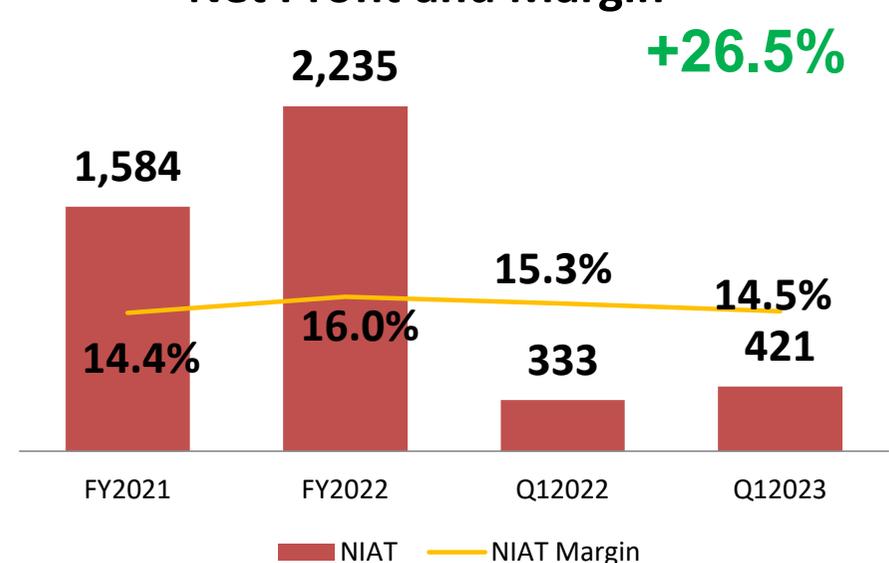
## Gross Profit and Margin



## EBITDA and Margin



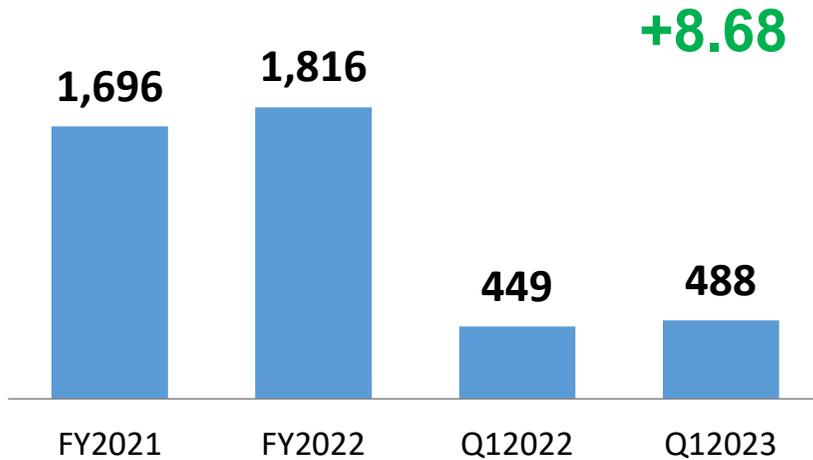
## Net Profit and Margin



# Real Estate: 1Q 2023 Financial Highlights

(In PHP millions)

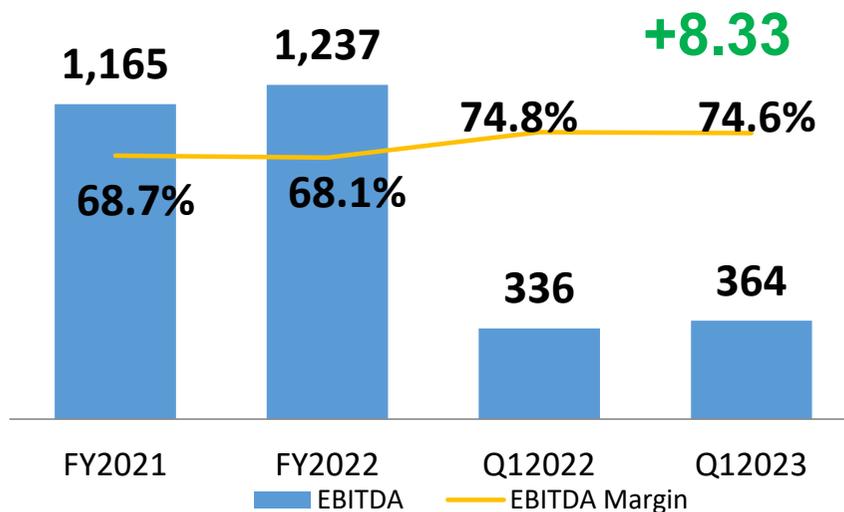
## Revenues



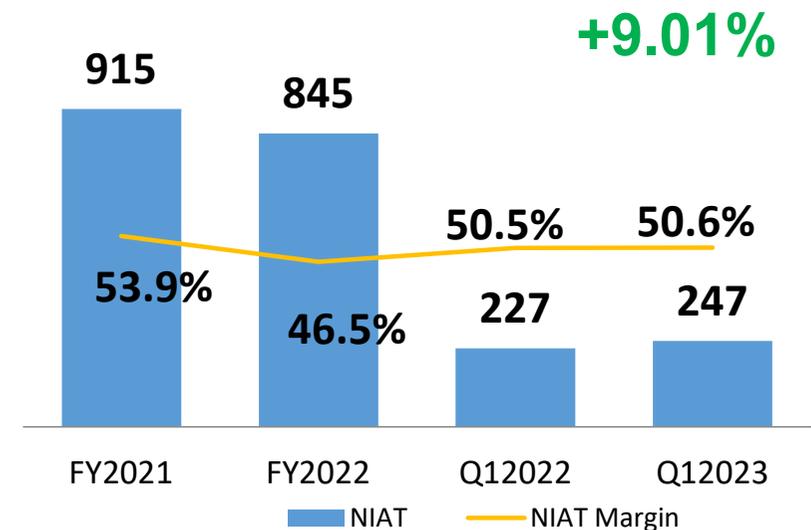
## Gross Profit and Margin



## EBITDA and Margin



## Net Profit and Margin



# Real Estate: Operating Highlights



**Date Opened:**

**Jan. 24, 2023**

**GLA:**

**3,949.74 sqm.**

**Occupancy:**

**100%**

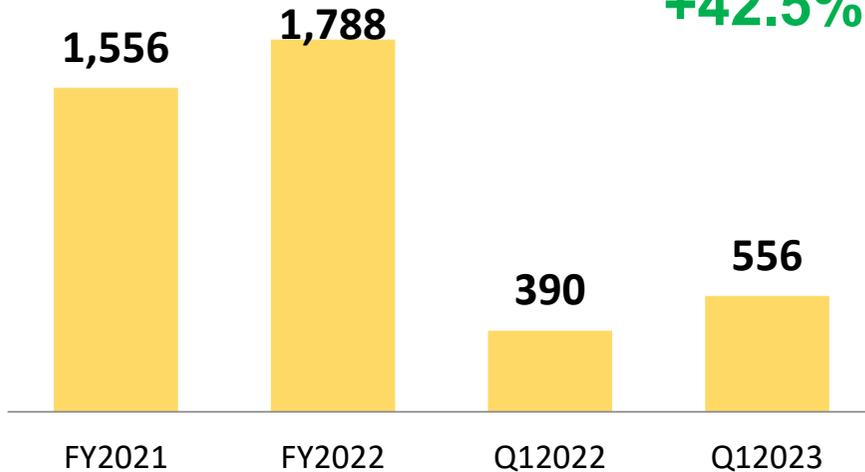
# Office Warehouse: 1Q 2023 Financial Highlights



(In PHP millions)

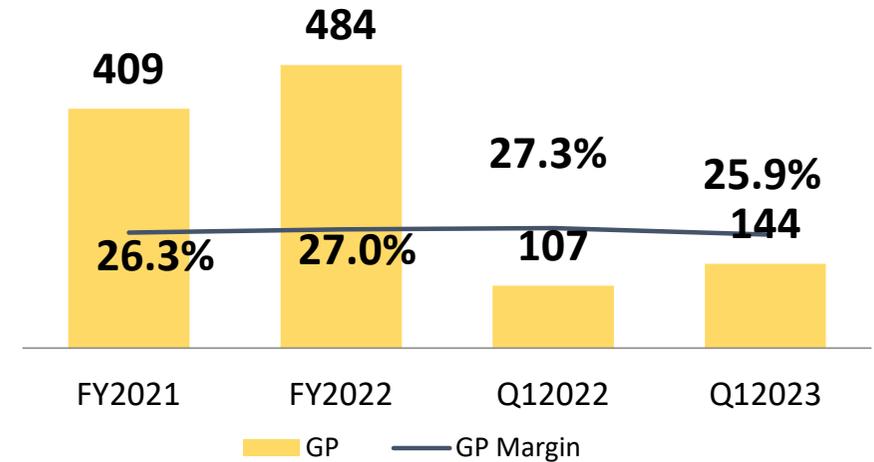
## Revenues

**+42.5%**



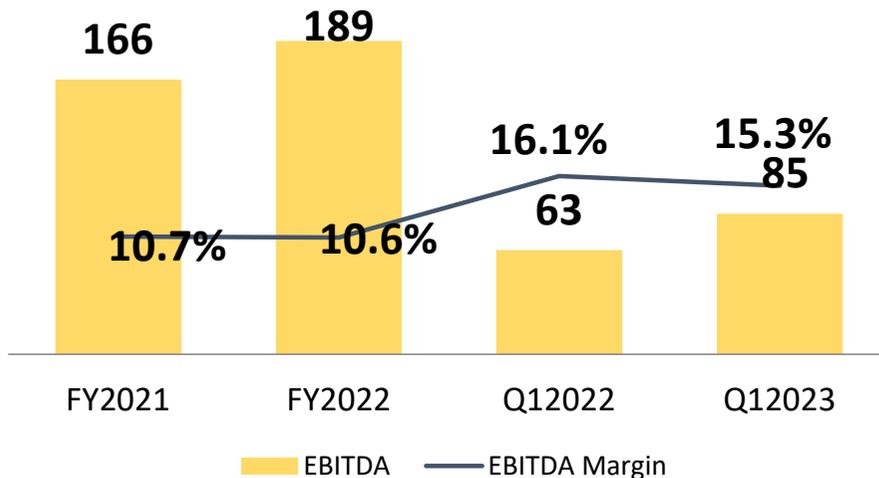
## Gross Profit and Margin

**+34.8%**



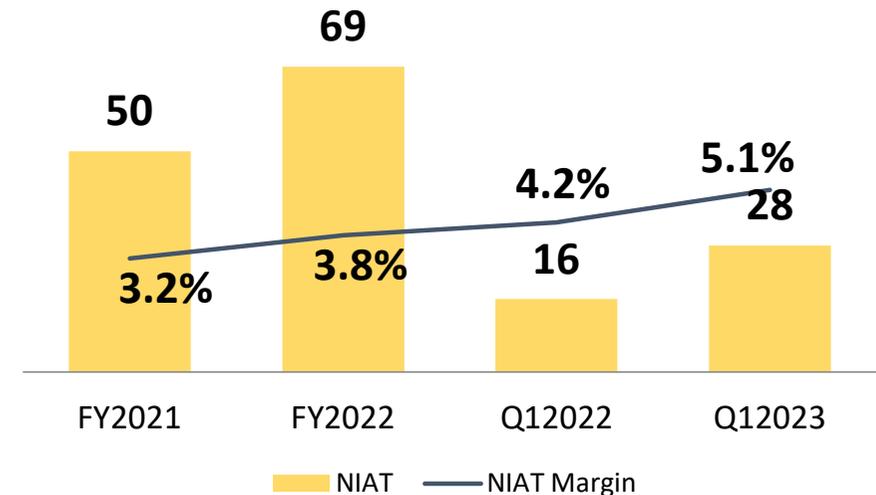
## EBITDA and Margin

**+34.9%**



## Net Profit and Margin

**+73.6%**



# Office Warehouse: Operating Highlights

## OFFICE WAREHOUSE, INC.

- SSSG of **+37.9%** in 1Q 2023 vs **-9.3%** in 1Q 2022 due to opening up of the economy and increased mobility starting 2Q 2022.



	FY 2021	FY2022	Q1 2022	Q12023
No. Stores	87	94	85	96
Net selling area	15,267 sqm	15,741 sqm	14,973 sqm	<b>15,741 sqm</b>

- CAPEX Budget of Php 12.2 billion in 2023
  - Php 11.9 billion for Puregold Group
    - Php 2.3 billion for 30 new Puregold Stores
    - Php 4.1 billion for 4 S&R WHs, and 10 S&R QSR
    - Php 3.5 billion for logistics capex
    - Php 2 billion for maintenance capex, solar and IT upgrades
  - Php 250 million for Real Estate Group
  - Php 60 million for Office Warehouse
- To be funded by internally generated cash and short term untapped bank credit lines if necessary

## Economic Contribution At a Glance



**PHP 4.98B**

Taxes paid to the Government



**PHP 3.14B**

Employee wages and benefits



**PHP 202.1M**

Invested to community  
(including LCCK)



**12,038**

Total no. of direct employees



**0**

Incidents of corruption



**97%**

of economic value generated  
(revenue) distributed to stakeholders

## Environmental Performance At a Glance



**3%**  
Clean electricity used



**Roof-top Solar Power**  
in 22 S&R Warehouse Clubs,  
1 S&R Distribution Center and 2 Puregold Stores



Gearing towards **100% conversion**  
of Puregold and S&R stores to LED lamps



**29%**  
Scope 1 and 2 GHG Emissions Reduction

## Environmental Performance At a Glance



**101 M**

Reduction of Plastic bags used in Puregold stores and S&R Warehouses



**63%**

of Puregold stores use paper bags



**4771 MT**

Solid waste diverted from disposal



Rainwater Catchment and Gray Water venture

## Social Responsibility At a Glance



**56%**

female employees in the workforce



**866** scholars graduated,  
**107** passed the licensure exam,  
and **312** current no. of scholars



**28.8 M**

Safe man-hours



**760,000+**

Puregold Sari-Sari Store members  
(support local economy)



**1.43M**

Puregold mobile  
App downloads

# UN Sustainability Goals





cosco capital  
i n c o r p o r a t e d

**Thank you**

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